UNITED STATES SUMMARY

Year		Single-Family Home Sales (Seasonally Adjusted Annual Rates)		Number of Homes Available for Sale (End of Period)		Months' Supply of Homes on the Market		Median Sales Price of Single-Family Homes	
		Existing	New	Existing	New	Existing	New	Existing	New
1982		1,990,000	412,000	1,910,000	255,000	*	*	$67,800	$69,300
1983		2,719,000	623,000	1,980,000	304,000	*	*	70,300	75,300
1984		2,868,000	639,000	2,260,000	358,000	*	*	72,400	79,900
1985		3,214,000	688,000	2,200,000	350,000	*	*	75,500	84,300
1986		3,565,000	750,000	1,970,000	361,000	*	*	80,300	92,000
1987r		3,526,000	672,000	2,160,000	368,000	*	*	85,600	104,000
1987r	Jan	3,520,000	719,000	2,380,000	357,000	8.1	6.1	$82,900	$ 98,500
	Feb	3,710,000	738,000	2,570,000	358,000	8.3	6.1	85,600	95,200
	Mar	3,690,000	720,000	2,620,000	358,000	8.5	6.0	85,200	98,400
	Apr	3,590,000	728,000	2,620,000	359,000	8.8	5.8	86,000	96,500
	May	3,740,000	649,000	2,520,000	356,000	8.1	6.8	86,000	104,900
	Jun	3,580,000	640,000	2,390,000	359,000	8.0	6.9	85,900	109,000
	Jul	3,470,000	672,000	2,330,000	359,000	8.1	6.6	88,300	105,000
	Aug	3,410,000	673,000	2,400,000	361,000	8.4	6.6	86,500	106,800
	Sep	3,430,000	644,000	2,370,000	361,000	8.3	6.9	85,500	106,500
	Oct	3,470,000	653,000	2,570,000	360,000	8.9	6.6	84,600	106,500
	Nov	3,370,000	631,000	2,490,000	361,000	8.9	7.0	85,000	117,000
	Dec	3,330,000	588,000	2,160,000	364,000	7.8	7.6	85,400	109,400
1988	Jan[p]	3,210,000	535,000	2,300,000	369,000	8.6	8.5	87,900	120,000

r Revised p Preliminary n/a not available * not applicable

Source: New home sales data from Census Bureau, U.S. Department of Commerce

UNIT VOLUME

EXISTING SINGLE-FAMILY HOME SALES

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1982		1,990,000	354,000	490,000	780,000	366,000					
1983		2,719,000	493,000	709,000	1,035,000	481,000					
1984		2,868,000	511,000	755,000	1,073,000	529,000					
1985		3,214,000	622,000	866,000	1,172,000	554,000					
1986		3,565,000	703,000	991,000	1,261,000	610,000					
1987r		3,526,000	685,000	959,000	1,282,000	600,000					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987r	Jan	3,520,000	670,000	1,040,000	1,230,000	580,000	216,000	42,000	56,000	83,000	35,000
	Feb	3,710,000	720,000	1,100,000	1,290,000	600,000	241,000	41,000	78,000	84,000	38,000
	Mar	3,690,000	720,000	1,080,000	1,300,000	590,000	327,000	57,000	102,000	115,000	52,000
	Apr	3,590,000	680,000	1,030,000	1,280,000	610,000	331,000	59,000	103,000	118,000	51,000
	May	3,740,000	730,000	1,000,000	1,380,000	630,000	346,000	67,000	95,000	126,000	57,000
	Jun	3,580,000	700,000	930,000	1,300,000	650,000	361,000	72,000	97,000	123,000	69,000
	Jul	3,470,000	690,000	900,000	1,250,000	630,000	333,000	69,000	88,000	119,000	56,000
	Aug	3,410,000	670,000	860,000	1,290,000	590,000	317,000	68,000	81,000	113,000	54,000
	Sep	3,430,000	670,000	890,000	1,290,000	580,000	296,000	63,000	75,000	105,000	53,000
	Oct	3,470,000	670,000	910,000	1,280,000	600,000	301,000	65,000	73,000	108,000	54,000
	Nov	3,370,000	660,000	890,000	1,260,000	560,000	241,000	43,000	55,000	102,000	40,000
	Dec	3,330,000	640,000	880,000	1,240,000	570,000	220,000	39,000	56,000	86,000	40,000
1988	Jan[p]	3,210,000	610,000	920,000	1,120,000	500,000	188,000	37,000	48,000	74,000	29,000

Components may not agree with totals due to rounding.
r Revised p Preliminary

DOLLAR VOLUME

DOLLAR VOLUME OF EXISTING SINGLE-FAMILY HOME SALES
(Billions of Dollars)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1981		$160.2	$ 26.7	$29.7	$ 61.4	$41.8					
1983		225.9	42.1	44.6	84.4	53.4					
1984		246.6	48.4	48.1	90.1	59.6					
1985		291.9	67.8	57.2	103.9	63.1					
1986		351.1	90.5	70.4	116.9	74.6					
1987r		374.8	100.6	72.4	123.5	79.9					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987r	Jan	$354.4	$ 90.6	$77.1	$116.0	$70.7	$21.8	$ 5.7	$4.1	$ 7.8	$4.3
	Feb	387.7	99.2	83.2	126.6	78.7	25.3	5.7	5.9	8.2	5.0
	Mar	383.3	103.0	84.0	122.2	74.6	34.0	8.1	7.9	10.8	6.6
	Apr	381.1	98.9	77.6	124.7	79.9	35.2	8.6	7.8	11.5	6.7
	May	404.7	108.6	76.8	135.2	84.1	37.2	9.9	7.3	12.4	7.6
	Jun	387.8	105.8	69.2	125.1	87.7	38.6	10.9	7.3	11.8	9.3
	Jul	386.4	109.1	67.9	123.3	86.1	36.6	11.0	6.6	11.7	7.7
	Aug	368.5	99.9	65.3	123.1	80.2	33.9	10.1	6.2	10.8	7.3
	Sep	368.8	98.7	68.1	123.8	78.2	31.6	9.3	5.7	10.1	7.1
	Oct	373.6	100.1	67.1	124.0	82.4	31.9	9.7	5.4	10.4	7.4
	Nov	360.3	96.2	66.3	121.4	76.4	25.9	6.3	4.1	9.8	5.4
	Dec	358.3	95.0	67.0	118.3	78.0	23.5	5.8	4.3	8.1	5.5
1988	Janp	$351.2	91.0	71.9	112.0	68.2	20.6	5.5	3.7	7.4	4.0

Components may not agree with totals due to rounding.
r Revised p Preliminary

SALES PRICE

SALES PRICE OF EXISTING SINGLE-FAMILY HOMES
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
		Median					Average (Mean)				
1982		$67,800	$ 63,500	$55,100	$67,100	$ 98,900	$ 80,500	$ 75,400	$60,700	$ 78,700	$114,200
1983		70,300	72,200	56,600	69,200	94,900	83,100	85,400	62,900	81,500	111,000
1984		72,400	78,700	57,100	71,300	95,800	86,000	94,800	63,700	84,000	112,700
1985		75,500	88,900	58,900	75,200	95,400	90,800	108,900	66,100	88,700	113,900
1986		80,300	104,800	63,500	78,200	100,900	98,500	128,700	71,100	92,700	122,200
1987r		85,600	133,300	66,000	80,400	113,200	106,300	146,900	75,500	96,300	133,200
1987r	Jan	$82,900	$118,700	$65,400	$79,100	$103,800	$101,100	$135,300	$73,900	$ 94,300	$122,400
	Feb	85,600	125,800	67,200	82,500	110,900	105,000	138,700	75,600	98,000	130,500
	Mar	85,200	128,900	68,300	81,200	105,900	104,000	142,200	77,600	94,000	126,900
	Apr	86,000	131,100	67,000	82,300	110,400	106,200	145,400	75,600	97,800	131,100
	May	86,000	134,000	66,500	81,800	110,700	107,500	148,400	76,800	98,200	132,800
	Jun	85,900	138,100	65,800	80,600	114,700	107,100	151,800	74,800	96,200	134,300
	Jul	88,300	145,800	66,000	81,000	118,500	109,800	158,700	75,500	98,300	137,700
	Aug	86,500	135,700	66,500	80,800	115,100	107,000	148,600	76,400	95,600	135,100
	Sep	85,500	133,000	66,100	79,500	116,100	106,900	146,900	76,500	96,300	134,700
	Oct	84,600	135,300	63,800	80,200	116,400	106,100	148,800	73,500	96,600	136,400
	Nov	85,000	134,500	64,400	79,200	115,400	106,600	146,700	74,800	96,200	135,800
	Dec	85,400	134,300	65,000	78,700	117,800	107,100	147,600	75,900	95,500	137,000
1988	Janp	$87,900	$135,300	$67,400	$82,000	$116,500	$109,400	$149,200	$78,100	$100,000	$136,300

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES FOR THE UNITED STATES BY PRICE CLASS
(Percentage Distribution)

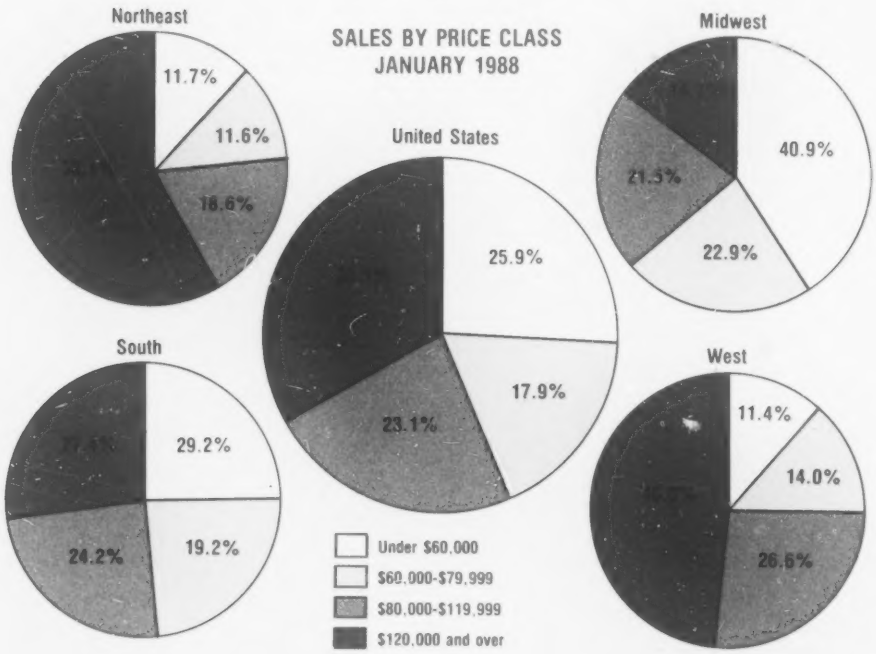
Price Class	Jan 1984	Jan 1985	Jan 1986	Jan 1987[r]	Jan 1988[p]
$ 19,999 or under	2.1	2.5	1.9	1.2	1.9
$ 20,000-$ 29,999	3.9	3.4	3.0	2.3	2.9
$ 30,000-$ 39,999	7.8	7.0	6.0	5.5	5.2
$ 40,000-$ 49,999	10.9	9.9	8.9	8.1	7.1
$ 50,000-$ 59,999	12.5	11.5	11.3	9.9	8.8
$ 60,000-$ 69,999	12.1	11.8	11.4	10.4	9.4
$ 70,000-$ 79,999	10.7	10.1	10.5	9.8	8.5
$ 80,000-$ 89,999	8.9	8.9	9.1	9.1	7.8
$ 90,000-$ 99,999	5.8	6.5	6.9	7.0	6.1
$100,000-$119,999	8.1	8.8	8.6	9.5	9.2
$120,000-$159,999	9.2	10.6	11.3	12.8	14.3
$160,000-$199,999	3.8	4.2	5.0	6.1	7.1
$200,000-$249,999	2.0	2.3	2.7	3.7	5.1
$250,000 and over	2.2	2.5	3.4	4.6	6.6
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$70,700	$73,800	$77,100	$82,900	$87,900

r Revised p Preliminary

SALES OF EXISTING SINGLE-FAMILY HOMES BY NUMBER OF BEDROOMS JANUARY 1988
(Percentage Distribution)

Number of Bedrooms	United States	Northeast	Midwest	South	West
2 Bedrooms or less	18.3	16.8	20.7	14.8	21.8
3 Bedrooms	52.3	47.9	53.4	55.9	48.3
4 Bedrooms or more	29.4	35.3	25.9	29.3	29.9
Total	100.0	100.0	100.0	100.0	100.0

p Preliminary



SALES OF EXISTING SINGLE-FAMILY HOMES BY PRICE CLASS JANUARY 1988[p] (Percentage Distribution)

Price Class	United States	Northeast	Midwest	South	West
$ 19,999 or under	1.9	1.0	3.9	1.7	0.5
$ 20,000-$ 29,999	2.9	1.3	4.8	3.0	1.1
$ 30,000-$ 39,999	5.9	1.6	9.0	5.9	1.4
$ 40,000-$ 49,999	7.1	2.7	11.0	8.5	3.3
$ 50,000-$ 59,999	8.8	5.1	12.2	10.1	5.1
$ 60,000-$ 69,999	9.4	5.9	12.3	10.1	7.0
$ 70,000-$ 79,999	8.5	5.7	10.6	9.1	7.0
$ 80,000-$ 89,999	7.8	5.8	8.9	7.9	7.6
$ 90,000-$ 99,999	6.1	4.6	5.4	6.5	7.5
$100,000-$119,999	9.2	8.2	7.2	9.8	11.5
$120,000-$159,999	14.3	19.9	8.7	13.3	19.1
$160,000-$199,999	7.1	13.4	3.0	6.2	9.5
$200,000-$249,999	5.1	10.9	1.5	3.3	8.3
$250,000 and over	6.6	13.9	1.5	4.6	11.1
Total	100.0	100.0	100.0	100.0	100.0
Median Price	$87,900	$135,300	$67,400	$82,900	$116,500

p Preliminary

HOUSING AFFORDABILITY

Year	Median-Priced Existing Single-Family Home	Mortgage Rate*	Monthly P & I Payment[r]	Payment as % Income	Median Family Income	Qualifying Income**	Affordability Indexes		
							Composite	Fixed	ARM
1982	$67,800	15.38%	$702	35.9%	$23,433	$33,713	69.5	69.4	69.7
1983	70,300	12.85	616	30.1	24,580	29,546	83.2	81.7	85.2
1984	72,400	12.49	618	28.2	26,433	29,650	89.1	84.6	92.1
1985	75,500	11.74	609	26.2	27,735	29,243	94.8	89.6	100.6
1986	80,300	10.25	563	23.0	29,458	27,047	108.9	105.7	116.3
1987[r]	85,600	9.28	565	21.8	31,100	27,101	114.8	108.0	123.0
1987[r]									
Jan	$82,900	9.53%	$559	22.7%	$29,595	$26,832	110.3	107.6	117.6
Feb	85,600	9.21	561	22.7	29,732	26,946	110.3	107.6	117.2
Mar	85,200	9.09	553	22.2	29,868	26,537	112.6	110.3	120.1
Apr	86,000	9.09	558	22.3	30,005	26,786	112.0	110.1	119.8
May	86,000	9.27	567	22.6	30,142	27,216	110.8	108.0	118.9
Jun	85,900	9.38	572	22.7	30,279	27,448	110.3	104.6	120.9
Jul	88,300	9.41	589	23.3	30,416	28,289	107.5	99.4	116.7
Aug	86,500	9.40	577	22.7	30,553	27,688	110.3	102.1	119.3
Sep	85,500	9.25	563	22.0	30,689	27,010	113.6	104.2	122.2
Oct	84,600	9.22	555	21.6	30,827	26,655	115.7	104.4	124.0
Nov	85,000	9.25	559	21.7	30,963	26,852	115.3	103.8	122.4
Dec	85,400	9.20	560	21.6	31,100	26,860	115.8	104.6	121.4
1988									
Jan[p]	$84,900	9.25%	$579	22.2%	$31,242	$27,768	112.5	102.1	118.8

r Revised
p Preliminary
* Effective rate on loans closed on existing homes—Federal Home Loan Bank Board.
** Based on current lending requirements of the Federal National Mortgage Association using a 20 percent down payment.

CONDO AND CO-OP SALES

APARTMENT CONDO AND CO-OP SALES
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		130,000	45,000	26,000	39,000	20,000
1983		205,000	79,000	41,000	54,000	31,000
1984		230,000	96,000	45,000	55,000	34,000
1985		279,000	135,000	50,000	64,000	30,000
1986		332,000	166,000	60,000	73,000	33,000
1987[p]		365,000	191,000	66,000	77,000	32,000
1986	III	346,000	183,000	63,000	70,000	31,000
	IV	403,000	211,000	67,000	85,000	40,000
1987	I	346,000	169,000	66,000	79,000	32,000
	II	368,000	192,000	65,000	79,000	32,000
	III	383,000	209,000	67,000	77,000	30,000
	IV[p]	355,000	172,000	68,000	81,000	33,000

TOTAL EXISTING HOME SALES
SINGLE-FAMILY, APARTMENT CONDOS AND CO-OPS
(Seasonally Adjusted Annual Rates)

Year		United States	Northeast	Midwest	South	West
1982		2,120,000	399,000	516,000	819,000	386,000
1983		2,924,000	572,000	750,000	1,089,000	512,000
1984		3,098,000	607,000	800,000	1,128,000	563,000
1985		3,493,000	757,000	916,000	1,236,000	584,000
1986		3,897,000	869,000	1,051,000	1,334,000	643,000
1987[p]		3,885,000	874,000	1,018,000	1,361,000	633,000
1986	III	3,930,000	880,000	1,040,000	1,360,000	650,000
	IV	4,290,000	960,000	1,100,000	1,480,000	750,000
1987	I	3,960,000	880,000	1,140,000	1,340,000	610,000
	II	3,980,000	890,000	1,040,000	1,390,000	660,000
	III	3,810,000	880,000	950,000	1,350,000	620,000
	IV[p]	3,780,000	830,000	940,000	1,370,000	640,000

MEDIAN SALES PRICE OF APARTMENT
CONDOS AND CO-OPS, QUARTERLY
(Not Seasonally Adjusted)

Year		United States	Northeast	Midwest	South	West
1983		$64,000	$61,300	$55,200	$62,000	$97,300
1984		65,100	64,700	55,600	63,300	94,600
1985		67,600	73,600	56,100	62,300	91,100
1986		72,600	84,900	58,700	64,600	90,800
1987[p]		78,000	99,400	61,400	65,000	95,500
1986	III	$73,600	$85,000	$59,100	$66,500	$93,900
	IV	75,600	89,700	58,700	62,000	94,900
1987	I	$72,200	$85,500	$59,300	$63,300	$90,200
	II	78,000	98,800	59,400	69,000	95,700
	III	80,000	100,800	65,500	62,700	97,300
	IV[p]	79,000	105,600	58,900	61,400	97,000

p Preliminary

STATE SALES DATA

TOTAL EXISTING HOME SALES FOR EACH STATE
SINGLE-FAMILY, APARTMENT CONDOS and CO-OPS
(Units in Thousands)

State	Years			Quarters (Seasonally Adjusted Annual Rate)				
	1985	1986	1987p	1986	1987			
				IV	I	II	III	IVp
Alabama	59.7	60.8	59.7	69.1	59.2	63.9	57.1	59.2
Alaska	10.0	6.1	7.7	5.6	4.8	7.9	8.9	9.1
Arizona	71.7	73.8	67.3	73.1	45.5	84.4	68.6	65.9
Arkansas	49.8	52.8	48.2	57.5	50.7	52.4	46.8	44.0
California*	407.2	484.6	507.0	579.1	439.3	570.1	507.2	515.1
Colorado	49.3	47.5	46.7	52.7	56.3	50.7	40.2	41.8
Connecticut	56.0	52.0	52.5	65.0	51.7	49.9	54.5	50.8
Delaware	12.3	12.9	13.9	12.9	13.5	14.5	14.0	13.4
District of Columbia	9.9	11.6	10.5	12.1	12.3	10.1	10.4	9.3
Florida	151.3	169.4	184.2	217.7	160.1	186.4	179.8	206.1
Georgia	65.1	75.1	89.0	83.7	80.1	104.9	89.7	81.1
Hawaii	7.9	10.0	11.5	13.7	10.7	12.5	11.4	10.9
Idaho	11.5	11.3	10.9	11.9	13.2	10.6	9.4	11.3
Illinois	140.5	179.2	175.3	192.2	172.4	168.6	191.8	178.2
Indiana	90.1	86.1	89.8	91.3	100.2	99.2	83.5	75.2
Iowa	39.5	46.1	48.3	46.0	56.8	47.8	58.0	44.0
Kansas	47.4	54.4	54.4	57.2	62.9	56.0	49.0	47.9
Kentucky	57.7	58.6	64.1	69.1	51.8	63.4	62.8	78.3
Louisiana	44.1	34.0	40.4	35.3	44.0	39.8	41.2	37.8
Maine	27.1	30.8	35.2	36.5	29.5	39.5	35.1	33.4
Maryland	80.9	86.9	78.5	99.4	68.7	78.9	82.3	83.6
Massachusetts	80.5	84.6	100.5	94.0	86.5	113.7	97.2	100.4
Michigan	167.2	186.6	169.6	192.9	194.6	185.7	151.2	151.2
Minnesota	73.9	96.8	89.4	87.2	128.8	78.2	75.2	75.9
Mississippi	35.5	34.2	34.2	37.2	35.5	36.6	34.7	30.8
Missouri	85.8	88.4	88.4	100.0	96.5	90.4	81.3	83.3
Montana	11.1	11.9	11.6	12.2	10.7	12.4	10.5	12.6
Nebraska	24.5	25.5	23.3	26.4	31.0	26.5	20.3	20.3
Nevada	10.0	11.0	12.2	10.2	9.3	13.0	13.9	11.7
New Hampshire	19.3	20.3	19.2	24.6	23.0	13.4	20.4	22.5
New Jersey	148.8	159.6	157.3	165.1	163.1	169.4	160.5	130.0
New Mexico	19.8	19.5	20.0	22.7	21.0	21.3	19.9	17.1
New York	190.7	216.8	223.9	236.8	242.8	240.9	214.4	195.4
North Carolina	123.3	139.2	140.6	152.4	140.7	149.9	140.4	130.9
North Dakota	8.9	9.5	11.2	12.1	15.9	10.0	10.0	11.1
Ohio	162.5	179.9	180.9	205.0	189.6	189.6	166.4	174.1
Oklahoma	46.8	49.4	44.6	47.6	41.5	43.0	46.1	46.8
Oregon	39.3	45.0	48.5	54.1	48.7	45.4	47.4	50.0
Pennsylvania	210.8	258.3	259.5	304.5	267.8	229.8	286.8	275.7
Rhode Island	13.2	13.5	13.4	15.0	12.2	14.0	14.2	12.6
South Carolina	52.6	58.0	60.9	67.2	51.3	68.3	64.0	58.4
South Dakota	11.3	13.2	13.0	12.7	13.7	13.3	12.6	12.8
Tennessee	99.2	112.0	111.2	126.2	109.9	118.7	112.3	103.6
Texas	203.8	198.9	224.3	244.1	201.0	226.5	234.9	237.8
Utah	15.5	14.6	14.6	15.4	17.9	13.7	13.7	14.0
Vermont	9.9	12.4	13.6	14.6	12.8	15.9	13.1	11.9
Virginia	107.2	130.4	113.0	125.4	118.0	118.0	110.3	107.4
Washington	43.8	50.6	43.6	60.1	45.4	41.9	53.2	39.3
West Virginia	37.7	39.7	36.6	38.1	47.0	40.9	37.8	31.0
Wisconsin	65.5	76.9	73.3	82.5	83.1	76.1	59.8	71.4
Wyoming	6.5	6.1	6.0	6.6	6.7	6.6	4.8	6.1

* Provided by the California Association of REALTORS®

p Preliminary

METROPOLITAN AREA DATA

MEDIAN SALES PRICE OF EXISTING SINGLE-FAMILY HOMES FOR METROPOLITAN AREAS*
(Not Seasonally Adjusted in Thousands of Dollars)

Metropolitan Area	Years			Quarters				
	1985	1986	1987p	1986	1987			
				IV	I	II	III	IVp
Akron	$ 52.7	$ 56.2	$57.1	$ 56.7	$ 54.7	$ 56.9	$57.8	$58.1
Albany/Schenectady/Troy	60.3	72.7	86.4	76.3	80.1	86.5	88.6	90.2
Albuquerque	76.8	81.6	82.6	82.0	83.1	82.5	84.4	79.7
Orange County (Anaheim/Santa Ana MSA**)	136.2	147.7	166.9	152.4	156.1	167.3	167.7	174.5
Baltimore	72.6	74.0	80.6	74.3	81.0	76.8	81.9	84.4
Baton Rouge	74.6	70.9	67.8	68.5	68.3	68.1	69.2	65.4
Birmingham	64.5	68.3	71.5	66.7	67.5	72.7	71.6	73.8
Boston	134.2	159.2	176.8	167.8	170.0	175.8	181.6	178.6
Buffalo/Niagara Falls	46.7	52.4	56.5	53.5	55.6	56.5	55.9	57.6
Chicago	81.1	86.1	90.8	85.8	85.7	90.9	91.2	91.5
Cincinnati	60.2	n/a	66.0	n/a	63.8	65.9	68.8	68.2
Cleveland	64.4	66.9	68.4	65.1	n/a	n/a	68.5	67.4
Columbus	62.2	65.5	68.6	64.0	66.9	67.2	72.7	69.3
Dallas/Ft. Worth	87.7	92.8	89.1	89.8	91.2	90.0	89.3	85.6
Denver	84.3	86.4	88.9	85.8	89.9	88.2	91.0	86.4
Des Moines	52.5	55.9	55.6	55.0	55.9	56.8	56.2	52.0
Detroit	51.7	58.1	65.5	60.1	64.3	66.2	65.9	65.7
El Paso	57.6	59.0	59.2	58.5	58.0	58.0	62.6	58.5
Ft. Lauderdale/Hollywood/Pompano Beach	74.6	77.7	79.5	77.7	76.6	79.7	80.8	80.2
Grand Rapids	46.7	50.4	53.5	49.7	51.7	53.4	54.0	53.1
Hartford	99.6	129.0	157.4	134.6	136.6	157.0	165.4	163.8
Houston	78.6	69.9	65.8	67.6	64.7	67.4	67.3	62.7
Indianapolis	55.0	59.0	62.5	57.5	61.6	63.6	62.8	60.6
Jacksonville	58.4	62.8	66.1	62.7	62.7	65.8	66.3	65.2
Kansas City	61.4	65.4	70.8	65.1	72.9	71.1	69.2	68.2
Las Vegas	75.1	77.5	77.0	78.5	76.1	77.9	76.7	76.7
Los Angeles Area**	n/a	128.8	139.5	130.2	130.1	139.6	145.4	145.2
Louisville	50.6	51.7	51.7	51.9	52.1	53.4	53.3	53.4
Memphis	64.6	70.6	74.7	69.9	70.6	76.9	75.2	75.5
Miami/Hialeah	80.5	81.1	82.1	79.1	74.7	84.4	83.5	80.3
Milwaukee	67.5	69.9	69.6	69.2	67.8	71.7	70.9	70.2
Minneapolis/St. Paul	75.2	77.9	80.5	77.4	80.4	80.2	80.9	80.8
Nashville/Davidson	66.1	70.8	75.5	71.7	73.4	75.6	75.7	75.5
New York/Northern New Jersey/Long Island	134.0	160.6	178.5	167.6	169.4	183.0	183.0	180.8
Oklahoma City	64.7	63.0	62.2	62.9	62.4	65.2	61.4	59.4
Omaha	58.3	58.8	59.0	58.8	57.8	60.0	59.7	57.1
Orlando	70.3	72.5	76.2	72.1	73.6	76.4	72.9	78.6
Philadelphia	70.8	74.5	80.7	77.1	79.8	84.4	84.4	75.7
Phoenix	74.7	78.4	80.9	77.9	78.4	81.4	82.7	80.3
Portland	61.5	62.6	64.2	62.5	62.7	64.3	64.0	62.4
Providence	67.5	87.6	121.2	96.4	101.3	109.8	126.6	127.4
Rochester	64.2	68.3	72.2	69.1	69.5	72.3	74.1	72.6
St. Louis	65.7	70.9	74.2	71.9	71.9	74.7	75.7	73.2
Salt Lake City/Ogden	66.7	68.5	69.1	69.0	68.1	69.5	71.1	67.8
San Antonio	67.7	69.2	70.0	70.2	67.6	72.6	72.1	67.1
San Diego**	106.4	118.2	128.8	118.8	121.1	127.1	131.7	131.8
San Francisco Bay Area	n/a	n/a	171.4	164.8	n/a	n/a	175.9	176.0
Syracuse	58.8	64.3	68.9	66.4	65.2	68.1	71.3	69.9
Tampa/St. Petersburg/Clearwater	58.4	61.1	63.7	62.4	59.8	64.9	65.0	63.3
Toledo, OH	51.9	56.0	56.4	53.2	53.4	58.2	56.9	52.9
Tulsa	66.7	65.5	65.7	63.4	64.1	67.4	66.7	63.0
Washington, D.C.	97.1	101.2	108.5	102.0	107.7	115.0	108.4	122.4
West Palm Beach/Boca Raton/Delray Beach	88.3	92.6	101.7	90.9	96.9	104.3	99.0	103.2

n/a Not Available

*All areas are metropolitan statistical areas (MSA) as defined by the U.S. Office of Management and Budget. They include the named central city and surrounding suburban areas. **Provided by the California Association of REALTORS®

p Preliminary

NEW HOME MARKET

NEW PRIVATELY OWNED HOUSING UNITS STARTED
(Thousands of units)

Year		Total	In structures with—			Regions			
			1 unit	2 to 4 units	5 units or more	Northeast	Midwest	South	West
1982		1,062	663	80	320	117	149	591	205
1983		1,703	1,068	114	522	168	218	935	382
1984		1,750	1,084	121	544	204	243	866	436
1985		1,742	1,072	93	576	252	240	782	468
1986		1,805	1,179	84	542	294	296	733	483
1987r		1,621	1,147	65	409	269	298	634	420
			Seasonally Adjusted Annual Rates						
1987r	Jan	1,804	1,245	79	480	342	426	587	449
	Feb	1,809	1,285	74	450	288	360	670	491
	Mar	1,723	1,206	85	432	292	348	615	468
	Apr	1,635	1,201	66	368	270	300	664	401
	May	1,599	1,125	65	409	296	302	624	377
	Jun	1,583	1,086	85	412	254	285	608	436
	Jul	1,594	1,142	59	393	278	253	635	428
	Aug	1,583	1,109	58	416	249	274	639	421
	Sep	1,679	1,211	49	419	255	309	695	420
	Oct	1,538	1,105	67	366	254	251	622	411
	Nov	1,661	1,129	51	481	269	313	646	431
	Dec	1,404	1,041	49	314	228	285	566	325
1988	Jan[p]	1,377	1,011	51	315	291	223	469	394

r Revised p Preliminary
Source: Census Bureau, U.S. Department of Commerce

NEW ONE-FAMILY HOUSES SOLD
(Thousands of houses sold during period)

Year		United States	Northeast	Midwest	South	West	United States	Northeast	Midwest	South	West
1982		412	47	48	219	99					
1983		623	76	71	323	152					
1984		639	94	76	309	160					
1985		688	112	82	323	170					
1986		750	136	96	321	196					
1987r		672	117	97	271	187					
		Seasonally Adjusted Annual Rates					Not Seasonally Adjusted				
1987r	Jan	719	147	96	298	179	53	10	5	23	15
	Feb	738	125	135	291	187	59	9	9	25	17
	Mar	720	122	104	294	200	73	11	11	30	21
	Apr	728	113	113	302	200	72	10	12	29	20
	May	649	110	86	272	181	62	11	9	25	17
	Jun	640	97	97	268	178	58	9	9	24	15
	Jul	672	117	94	269	191	55	10	8	22	15
	Aug	673	112	87	277	197	56	9	8	22	16
	Sep	644	116	77	271	181	52	10	6	22	13
	Oct	653	115	98	245	195	52	10	8	19	19
	Nov	631	157	91	204	179	44	12	6	14	12
	Dec	588	74	102	234	178	38	5	6	16	11
1988	Jan[p]	535	91	88	177	179	39	6	5	14	15

Components may not agree with totals due to rounding
r Revised p Preliminary
Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS
MONTHS OF JANUARY
(Percentage Distribution)

Price Class	Jan 1984	Jan 1985	Jan 1986	Jan 1987	Jan 1988[p]
Under $60,000	21	19	16	9	7
$60,000 to $79,999	33	28	27	22	17
$80,000 to $99,999	20	21	21	20	16
$100,000 to $119,999	7	9	12	11	10
$120,000 to $149,999	9	11	9	14	18
$150,000 and over	10	13	15	23	33
Median Sales Price	$76,200	$82,500	$86,600	$98,500	$120,000

Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS
FOURTH QUARTER 1987[p]
(Percentage Distribution)

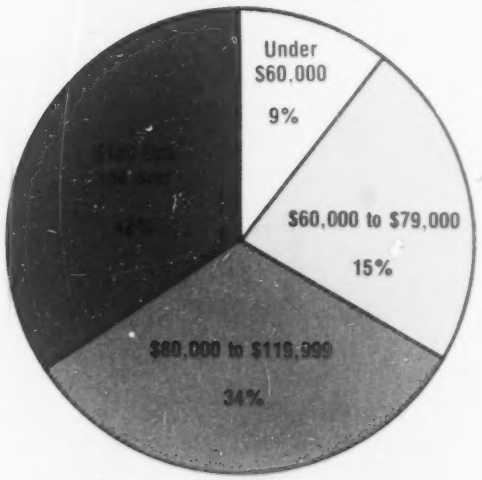
Price Class	United States	Northeast	Midwest	South	West
Under $60,000	9	**	19	11	6
$60,000 to $79,999	15	**	14	23	13
$80,000 to $99,999	20	25	29	36	36
$100,000 to $119,999	13				
$120,000 to $149,999	15	75	39	30	46
$150,000 and over	28				
Median Sales Price	$110,000	$140,000	$98,000	$88,500	$115,000

** Insufficient Sample Size

p Preliminary

Source: Census Bureau, U.S. Department of Commerce

NEW HOUSES SOLD BY SALES PRICE CLASS
FOURTH QUARTER 1987[p]
(Percentage Distribution)



Source: Census Bureau, U.S. Department of Commerce

p Preliminary

NATIONAL ASSOCIATION OF REALTORS®
Economics & Research Division
777 14th Street, N.W.
Washington, D.C. 20005

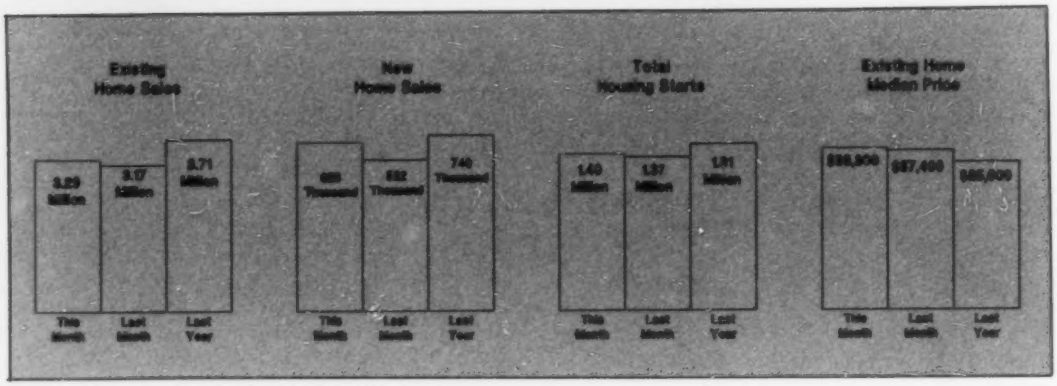
5/2/88 A7000-2

Vol. 2, No. 3 March 1988

Home Sales

Existing and New Single-Family, Apartment Condos and Co-ops

HOME SALES SUMMARY



HIGHLIGHTS

- Home sales perked up in response to lower interest rates and improved economic news. Existing home sales were up 3.8 percent, while new home sales jumped 20.3 percent from their January levels.
- The supply of existing homes available for sale increased nearly 13.6 percent from January while the inventory of new houses decreased marginally. The months' supply of existing homes for sale rose to 9.5 months while the months' supply of new homes slipped to 7.1.
- Housing starts rebounded 8.9 percent to an annualized rate of 1,494,000 units after reaching a 12-month low in January.
- Existing home prices moved back up to their all-time high of $88,300 reached in July, 1987. New home prices backed off to $110,800 after reaching an all-time high of $118,000 in January.
- Housing was made slightly less affordable because of an increase in the median price of an existing single-family home. The housing affordability index was marginally lower at 113.0.

ECONOMICS AND RESEARCH DIVISION
NATIONAL ASSOCIATION OF REALTORS®
REALTOR® 777 14th Street, NW, Washington, D.C. 20005

Copyright 1988 NATIONAL ASSOCIATION OF REALTORS®

SURVEY DESCRIPTION

Publication

1. "Home Sales" is a monthly publication of the NATIONAL ASSOCIATION OF REALTORS®.

Coverage

2. Each month the REALTORS® Economics and Research Division receives data on existing single-family home sales from over 400 Boards of REALTORS® and multiple listing systems. In 1985 data on over 1,590,000 existing single-family homes were received and processed.

3. Participating Boards are situated in every region of the country and provide wide geographic coverage of the existing home market. While almost all are located in, or adjacent to, standard metropolitan statistical areas, comparisons of their sales reports with data from the Annual Housing Survey show that, as a group, their experience is representative of the sales activity and prices that generally prevail in each region of the country.

Regions

4. Statistics on sales volume and price are published for the U.S. and for the four standard Census regions of the country. States contained in each region are as follows:

NORTHEAST
Connecticut
Maine
Massachusetts
New Hampshire
New Jersey
New York
Pennsylvania
Rhode Island
Vermont

MIDWEST
Illinois
Indiana
Iowa
Kansas
Michigan
Minnesota
Missouri
Nebraska
North Dakota
Ohio
South Dakota
Wisconsin

SOUTH
Alabama
Arkansas
Delaware
Dist. of Columbia
Florida
Georgia
Kentucky
Louisiana
Maryland
Mississippi
North Carolina
Oklahoma
South Carolina
Tennessee
Texas
Virginia
W. Virginia

WEST
Alaska
Arizona
California
Colorado
Hawaii
Idaho
Montana
Nevada
New Mexico
Oregon
Utah
Washington
Wyoming

5. Regional weights have been developed to represent the estimated importance of each region in the national existing home market. These weights are based on the regional distribution of owner-occupied single-family dwelling units and homeowner mobility. Weights are periodically revised to reflect shifts in regional demand. The most recent revision occurred in 1982 to reflect changes reported in the 1980 Census of Housing. Weights assigned each region are:

Northeast	14	South	35
Midwest	28	West	23

Sales Volume

6. Estimated total sales volume of single-family homes and condominiums and cooperatives for each region is computed by using a constant factor to blow up the reported sales of participating multiple listing systems. Regional factors were developed by analyzing the relationship between reported Board sales and measures of total market activity derived from special computer runs from the Annual Housing Survey tapes and from the 1980 Census of Housing.

7. Regional sales are then aggregated to yield national sales volume. Because of the method of computation, regional figures will not always total to the U.S. statistic. Such differences are due entirely to rounding.

8. Quarterly estimates for total existing home sales by state are developed subsequent to the national and regional single-family and apartment condominium/co-op statistics. A constant "blow-up" factor is used. These factors were developed by comparing sales reported by participating Boards to market activity benchmarks from the 1980 Census of Housing. State estimates are then adjusted to conform with regional totals.

9. In the main, a transaction is reported when the sales contract is signed, but a number of Boards report "closings." To the extent "closings" are contained in this series, they introduce a "distributive lag" effect which tends to smooth out month-to-month fluctuations in reported volume.

Sales Price

10. Median and average (mean) sales prices are computed for the U.S. and each region of the country and median sales prices are computed for selected metropolitan areas. Because of the nature of the distribution of home sales prices, the average (mean) sales price is higher than the median price.

11. Movements in sales prices should not be interpreted as measuring changes in the cost of a *standard home*. Prices are influenced by changes in cost *and* changes in the characteristics and size of homes actually sold.

12. There is a modest degree of seasonal variation in reported selling prices. Sales prices tend to reach a seasonal peak in July, and then decline moderately over the next three months before experiencing a seasonal upturn. However, sales prices are *not seasonally adjusted*.

Seasonal Adjustment

13. Volume statistics are seasonally adjusted using the X-11 Variant of the Census Method II Seasonal Adjustment Program of the Bureau of the Census. The procedure includes adjusting for trading-day variation—the number of Mondays, Tuesdays, etc., in a particular month. This type of fluctuation in the data was found to be significant.

14. Sales in each region are first seasonally adjusted and then aggregated to yield the U.S. statistic.

15. Seasonal indices are based on monthly single-family home sales activity dating from July 1966. Seasonal patterns for apartment condominium cooperative sales and state home sales are based on a quarterly data beginning in 1975. New seasonal adjusters are constructed at the conclusion of each year. Data for the three preceding years are revised using these new seasonal factors.

EQUAL HOUSING OPPORTUNITY

THE NATIONAL ASSOCIATION OF REALTORS® is pledged to the letter and spirit of U.S. policy for the achievement of equal housing opportunity throughout the nation. The Association encourages and supports an affirmative advertising and marketing program in which there are no barriers to obtaining housing because of race, color, religion, sex, or national origin.

SUBSCRIPTION INFORMATION

Home Sales is published monthly by the NATIONAL ASSOCIATION OF REALTORS®. Annual subscription price is $44.00 for NAR members, $60.00 for non-members.

Copyright © 1988 by the NATIONAL ASSOCIATION OF REALTORS®

All rights reserved. The NATIONAL ASSOCIATION OF REALTORS® will grant permission to use or reprint material from "Home Sales" under appropriate circumstances.

All Correspondence should be addressed to Economics and Research Division, NATIONAL ASSOCIATION OF REALTORS®, 777 14th St., N.W., Washington, D.C. 20005 (202) 383-1276

Nestor R. Weigand Jr., *President*
John A. Tuccillo, *Chief Economist and Senior Vice President*
Glenn E. Crellin, *Division Vice President*
Halvor M. Juul, *Director*

Choosing Between Pole Vault and Hurdles

"Maintaining a high percentage of individual homeowners is one of the searching tests that now challenge the people of the United States. Homeownership is both the foundation of a sound economic and social system and a guarantee that our society will continue to develop rationally as changing conditions demand." This quotation succinctly expresses conditions of homeownership as they exist in 1988. However, the statement was made by President Herbert Hoover in 1931.

Homeownership is a cherished goal of Americans in all walks of life, a conerstone of the good life. In a recent survey commissioned by the NATIONAL ASSOCIATION OF REALTORS®, a cross section of Americans indicated that of all possible components of the good life, none was more important than owning a home. Significantly, renters still hold this goal dear. Over three-quarters of all renters would like to own, and most of those would "very much" like to own their home.

Despite this strong desire, homeownership has been suffering during this decade. After at least forty years of increasing homeownership rates, the last eight years have seen the only sustained decline in the proportion of American households that own their homes since the Great Depression. Granted, the year-to-year declines have been modest, but the sustained nature of the decline leaves little doubt that it is real -- and disturbing.

It's easy to understand why homeownership declined in the early 80's. Home prices had skyrocketed in the late 70's, then the economy went into recession with mortgage interest rates soaring to record levels. Many Americans were truly forced to forgo a planned move for financial reasons. A typical American family's income in 1982 was less than 70 percent of what would have been required to carry an 80 percent mortgage on a median price home. By 1987 things had settled down somewhat. The rises in home prices were generally more modest and interest rates were back in single digits. The typical family now had 15 percent more income than the *minimum* required to carry an 80 percent mortgage on a median-price home. Nevertheless the homeownership rate provided only marginal evidence of reversing this downward trend of the 1980s.

How can these facts be reconciled? Housing is more affordable, people still want to own, but the homeownership rate stubbonly refuses to go back up. What are the explanations?

Part of the explanation is demographic. The baby boom's collective decisions to postpone marriage and families, coupled with the larger proportion of households which are young (when neither lifestyle nor income generally favor homeownership) tells part of the story. However, homeownership rates have fallen most sharply for young households and single-parent families.

The other explanation is economic. Renters indicate that the primary reason they rent rather than own is the inability to accumulate a downpayment. In fact, our homeownership survey indicated that roughly three out of four renters would own if they had the requisite downpayment. Moreover, the downpayment barrier is even more pervasive for younger renters, because of their higher expenses and lower incomes. Since the Housing Affordability Index is constructed assuming the presence of a 20 percent downpayment the dissonance of the two facts makes sense. Carrying costs are the stamina to run the hurdles race. The downpayment is the first gigantic hurdle.

The magnitude of the downpayment crunch can easily be measured. Using this month's median home price and the affordability index assumptions implies a downpayment of $17,660. Under any circumstances this is a lot of money, but when you realize that the average liquid assets of renters are just $7,533 -- over $10,000 less -- the problem is magnified. Unfortunately, statistics on the median liquid assets of renters have not been compiled by the government, but approximately $1,300 looks like a good estimate. Moreover, analysis of household budgets optimistically indicates an ability to save 5.9 percent of income annually (less than $1000). Even on a starter home the cash at settlement looks like a pole vault without a pole for most renters.

While the typical downpayment made on the purchase of an existing home is 20-25 percent, first-time homebuyers are clearly forced to minimize their cash outlay. Even the minimum five percent down required by all mortgage programs except VA still requires a downpayment of $3,800 plus closing costs on the typical home purchased by first-time buyers (85 percent of median price). While the pole vault may be reduced to a high hurdle, the income of the first-time buyer may prove the runner still unable to save the downpayment or to have enough income to carry the larger mortgage and finish the race.

Glenn E. Crellin
Division Vice President
Economics and Research Division